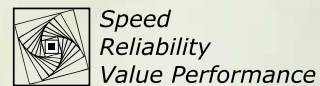


Annual Report  
2016-17



## COMPUAGE INFOCOM LIMITED



The Distribution  
Highway for  
**Digital India**

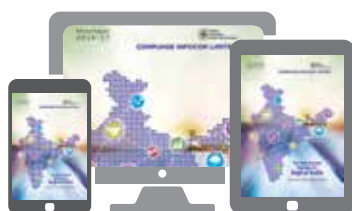
Connect | Partner | Grow

# What you will find inside

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This report can be viewed online by logging on to [www.compuageindia.com](http://www.compuageindia.com)



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## 105 NOTICE

### GO GREEN TODAY



As a responsible Corporate Citizen, the Company welcomes and supports the 'Green Initiative' taken by the Ministry of Corporate Affairs, enabling the Company to effect electronic delivery of documents. The above initiative will go a long way in conserving paper which is a natural resource and will also result in substantial savings on printing and posting of Annual Reports and other documents of your Company sent to Shareholders. Members are requested to support this green initiative by updating their email address with the respective Depository Participants, in case of electronic shareholding; or registering their email addresses with the Company's Registrar and Transfer Agents, in case of physical shareholding. Join this cause and make the world a cleaner, greener and healthier place to live.

### FORWARD-LOOKING STATEMENT



In this Annual Report, we have disclosed the Company's objectives, expectations and forecasts to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral – that we periodically make may be forward-looking within the meaning of applicable securities laws and regulations. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. Although we believe that we have been prudent in our assumption, actual results may differ materially from those expressed in the statement. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions.

# Corporate Information

## Board of Directors



**Mr. Atul H. Mehta** - Chairman & Managing Director

**Mr. Bhavesh H. Mehta** - Whole-time Director

**Mr. Ganesh S. Ganesh** - Independent Director

**Mrs. Preeti Trivedi** - Independent Director

**Mr. Vijay Agarwal** - Independent Director



## Key Managerial Personnel

**Mr. Sunil Mehta** - Chief Financial Officer

**Ms. Disha Shah** - Company Secretary



## Statutory Auditors

**M/s. B.V. Dalal & Co.**

Chartered Accountants



## Secretarial Auditor

**Mr. Virendra Bhatt**

Practicing Company Secretary



## Bankers

**Bombay Mercantile Co-op. Bank Limited**

**Central Bank of India**

**HDFC Bank Limited**

**IDFC Bank**

**Indian Bank**

**Kotak Mahindra Bank**

**Punjab National Bank**

**RBL Bank Limited**

## Registered Office



### Compuage Infocom Limited

D-601/602 & G-601/602, Lotus Corporate Park,  
Graham Firth Steel Compound, Western Express Highway,  
Goregaon (East), Mumbai - 400 063, India.

Tel: 022 67114444 | Fax: 022 67114445

CIN: L99999MH1999PLC135914



## Registrar & Share Transfer Agent

### Link Intime India Private Limited

C 101, 247 Park,  
LBS Marg, 247 Park,  
Vikhroli West, Mumbai - 400 083.

Tel: 022 49186000, 022 49186270

Fax: 022 49186060

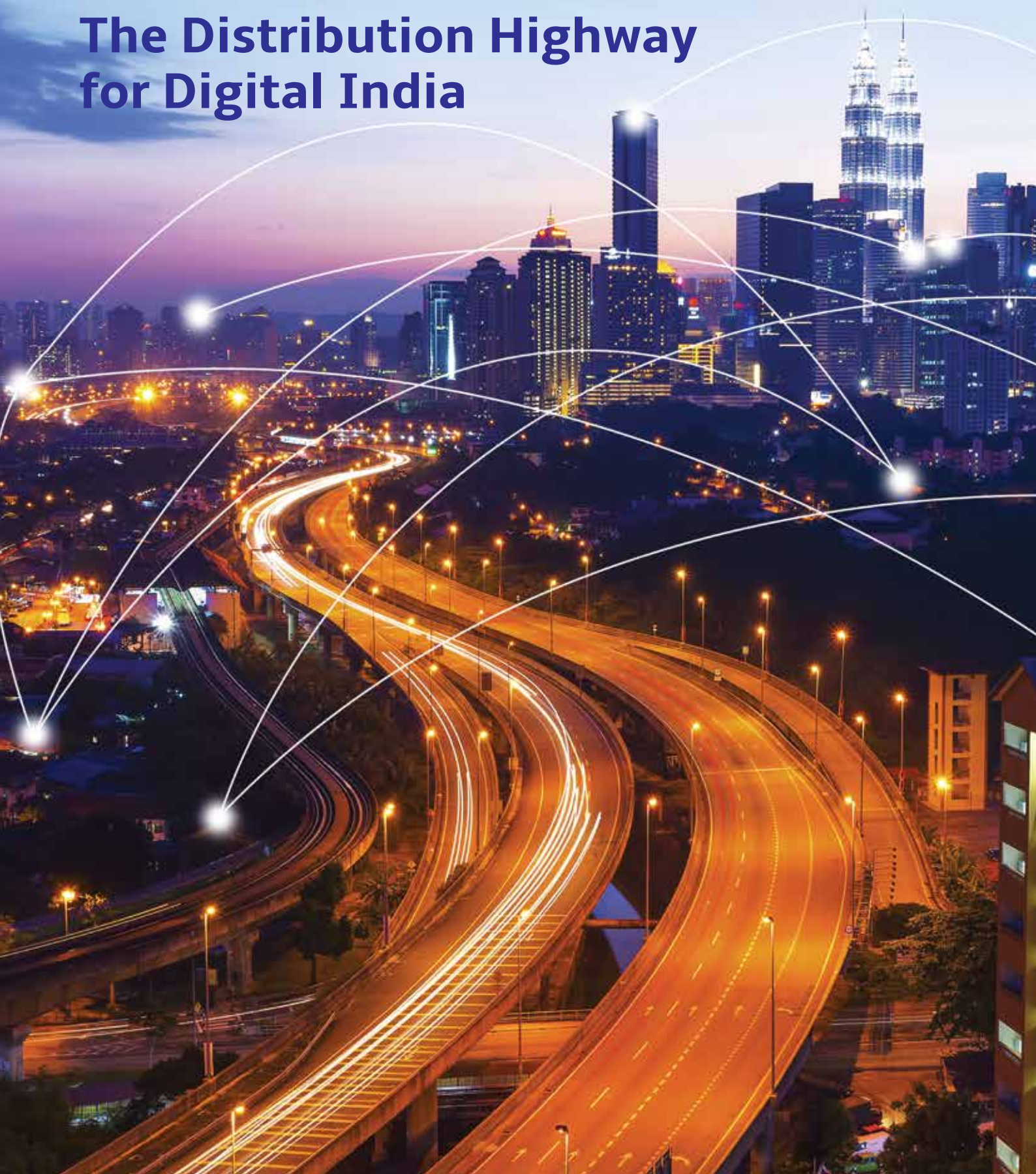
E-Mail : [rnt.helpdesk@linkintime.co.in](mailto:rnt.helpdesk@linkintime.co.in)



## Branches

Ahmedabad, Bengaluru, Vadodara, Bhiwandi,  
Bhubaneshwar, Bhopal, Chandigarh, Chennai, Coimbatore,  
Cochin, Calicut, Dehradun, Delhi, Ghaziabad, Goa, Guwahati,  
Gurugram, Hyderabad, Hubli, Indore, Jaipur, Jammu,  
Kolkata, Lucknow, Ludhiana, Mumbai, Mangalore, Madurai,  
Nagpur, Parwanoo, Patna, Puducherry, Pune, Raipur,  
Ranchi, Siliguri, Surat, Trivandrum, Vizag, Vijayawada and  
overseas branch at Singapore

# The Distribution Highway for Digital India





Network effects are the magical ingredient for exponential growth. Highways or road networks are the oldest examples of positive network effects on economic growth. Digital India is a key program of the Indian Government to deliver positive network effects of digital technologies, especially through widespread internet access. But internet access is only half the battle, availability of devices and software being equally critical.

Over the last 30 years, Compuage has developed a vast distribution network to reach farthest corners of the country with a wide portfolio of devices and software. We have also channelized capital to our partners through credit, enabling growth across the value chain.

Inspired by the vision of Digital India, where technology is accessible to each and every Indian, our roadmap for the future is crystal clear. We are expanding our network, forging new partnerships and accelerating the reach of technology products and solutions. Not only are we confident of reaping the network benefits by growing in tandem with the Indian economy and adoption of digital technologies in India, we are also committed to contributing to this growth.

Our distribution network is an accelerator in digitization of the Indian economy.

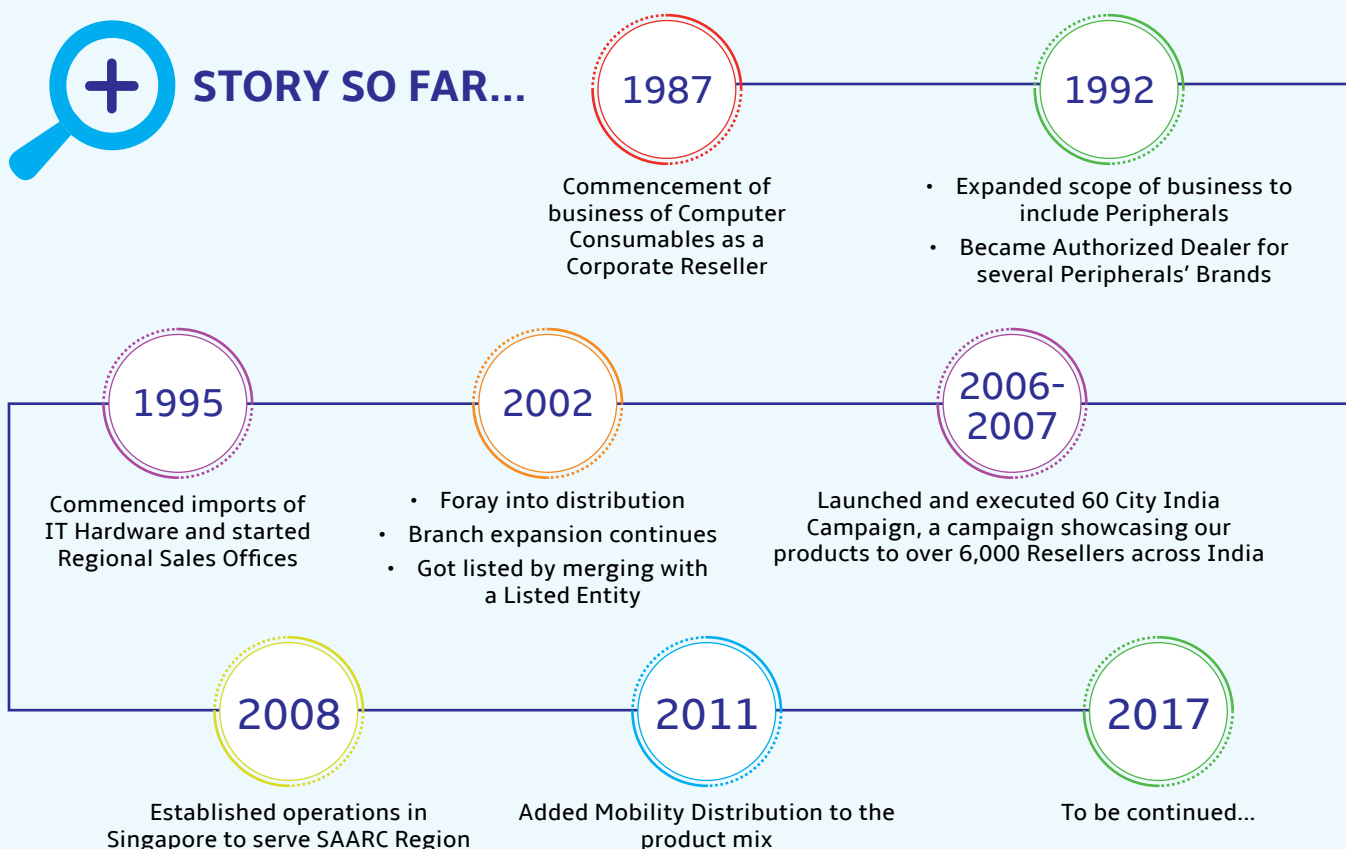
**Read on to know how we are successfully delivering on this role of being the Distribution Highway for Digital India...**

# Know Us Better

Established in 1987, Compuage Infocom Limited (hereinafter referred to as "Compuage / Company") is among India's leading IT and Mobility distribution companies.

Our distribution breadth is matched only by the depth of our offerings, with a comprehensive portfolio of IT and Mobility solutions – from hardware, software, networking, data management, storage and more. This powerful combination of world-class products and strong distribution network enables us to cater to the dynamic business requirements of all Consumers, SOHO, SMB, Mid Size, Large Enterprises and Government organizations across various industry verticals through Resellers and System Integrators.

Our journey of 30 years is marked with several defining points. And while we have come this far, we are not stopping here. As we enter the next phase of our growth journey, we are committed to building on our accomplishments and partner India towards inflection point in technology reach and adoption.





## GOALS TURNED INTO MILESTONES



### Revenue

- 2007-08 - Crossed ₹ 60,000+ Lakh of turnover
- 2009-10 - Recorded the ₹ 1,10,000+ Lakh revenue mark
- 2016-17 - Achieved Annual Revenue of ₹ 3,50,000+ Lakh



### Profit

- 2005-06 - Crossed ₹ 190+ Lakh in Net Profits
- 2009-10 - PAT more than ₹ 500 Lakh
- 2016-17 - Delivered Net Profits exceeding ₹ 1700 Lakh



### Capital Structure

- 26<sup>th</sup> March 2008 - Reduction of Share Capital
- 29<sup>th</sup> August 2011 - Conversion of 9,95,000 Warrants into 9,95,000 Equity Shares
- 29<sup>th</sup> August 2011 - ₹ 7,00,80,000/- infused through Preferential Allotment
- 27<sup>th</sup> May 2015 - Bonus Shares in the ratio of 3:5
- 30<sup>th</sup> June 2015 - ₹ 9,99,90,000/- infused through Preferential Allotment
- 17<sup>th</sup> February 2017 - Share split from face value of ₹ 10/- per share to ₹ 2/- per share



### Listing

- 29<sup>th</sup> January 2002 - Listed on BSE Limited
- Listed and thereafter, delisted from Madras Stock Exchange
- 7<sup>th</sup> July 2016 - Listed on National Stock Exchange Limited



### Overseas Setup

- 23<sup>rd</sup> July 2008 - Started Wholly-Owned Subsidiary in Singapore
- 30<sup>th</sup> July 2015 - Established Branch Office in Singapore



### Geographical Presence

#### Geographical Presence

- Head Office in Mumbai
- 41 Branches
- 1 Central Warehouse
- 3 Redistribution Hubs
- 42 Warehouses
- 61 Service Centers
- Growing network of 10,000+ Channel Partners across 800+ cities and towns



### Credit Rating

#### Credit Rating

Our financial risk management is based upon sound economic objectives and good corporate practise. The Company strengthened its credit rating from BBB+ to A for Long-Term Bank Facilities and from A2 to A2+ for Short-Term Bank Facilities (CARE).

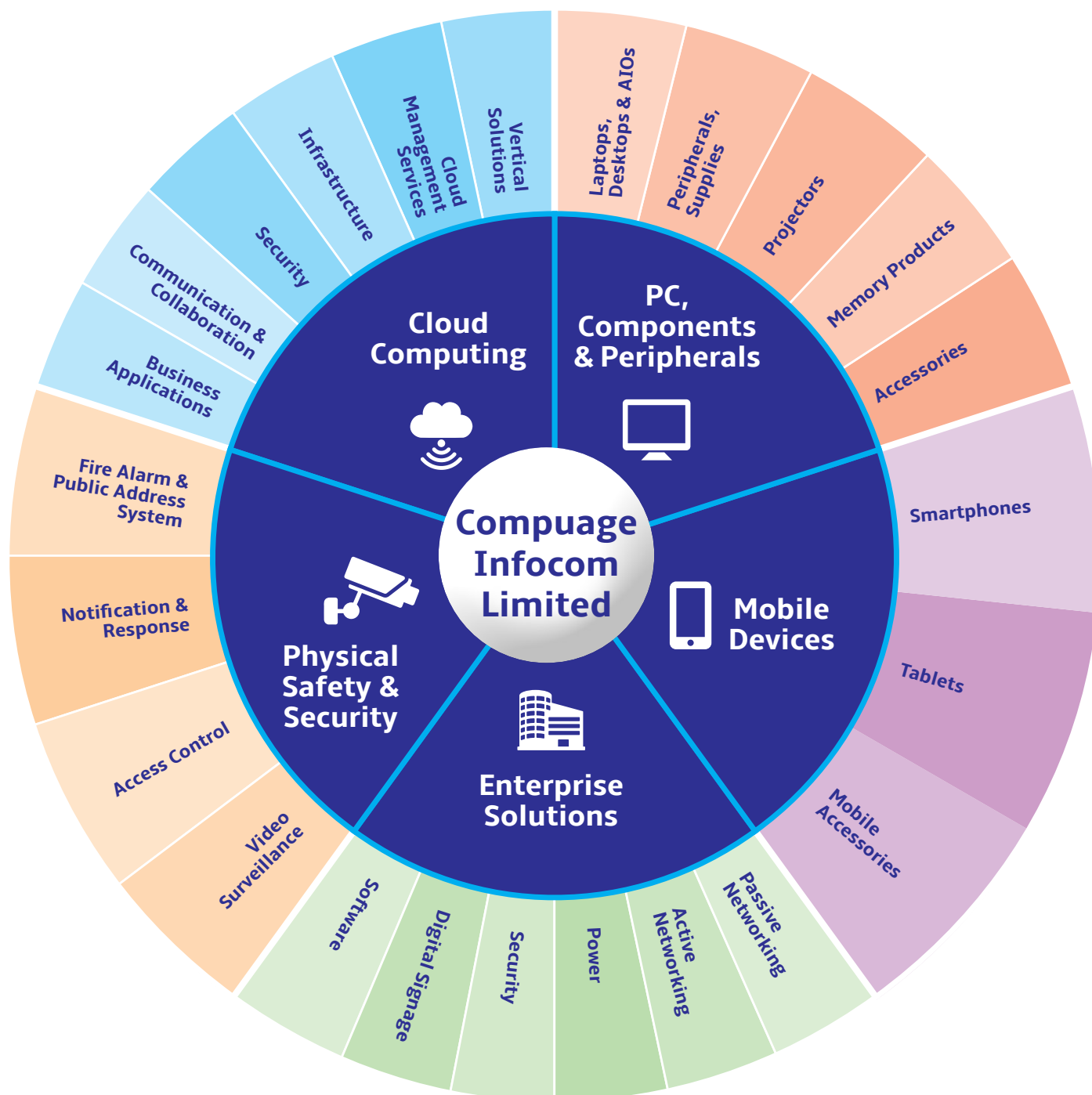


### Brands & Accolades

#### Brands & Accolades

- Associated with 35+ Brands as on date
- Signed 14 new Brands during FY2016-17
- Honored with more than 100 awards during the 30 years journey towards exemplary contribution in Distribution Industry

# Our Business Model



# Our Marquee Alliances



# Our Strategies and Focuses

